



## The Dreaded Bidding War

A few weeks ago, I had the privilege of listing a spectacular home in Victor. Aesthetically and visually pleasing, it was sited on a fantastic lot with remarkable hardscaping, abundant plantings, and beautiful views of the distant Bristol Hills. Despite the fact that it was priced a bit aggressively, it sold within a few days of listing with multiple offers.



Oddly, the bidding war that played out called to mind an episode from the Showtime television series *The Tudors*...

Queen Jane Seymour, the third wife of Henry VIII, has died during childbirth and, for a few moments, the king is inconsolable. Besieged by foreign adversaries and having just read Machiavelli, he realizes that an opportunity has presented itself. The king has his messengers spread word that the lonely monarch is now looking for a new wife. The hope is that, in choosing a new queen, a strategic alliance will tie the fortunes of the chosen woman's homeland to that of England. Immediately, the royal court is flooded with ambassadors, emissaries, and diplomats all submitting to Henry, on behalf of foreign potentates, portraits of eligible royals.

One rather plain and unnoteworthy bachelorette, Anne of Cleves, actually sojourns to London and is presented to the king for his consideration. Despite the fact that her physical attributes pale in comparison to those of a small herd of pulchritudinous adversaries, she is chosen to wed the sovereign. Why did she win out when there were far more eligible contenders? **Because she showed up.**

## **Back to that great house in Victor...**

Within 24 hours of listing, we secured a full price offer, sight-unseen, from a buyer living in Boston. While the sellers were contemplating this offer, a modern-day Anne of Cleves chose to depart New Jersey at two in the morning and pilot her carriage to western New York. She viewed the property at eleven o'clock, wrote up a contract, and drove home. I phoned the first agent and conveyed the news that another contract had been presented and he was now in a bidding war. We needed him to do two things- revisit the terms of his original offer and let us know when his buyer would be making his way to Rochester to view the home that he was hoping to purchase. Lord Boston's newly revised offer came in \$10,000 over Lady Anne's competing offer, however, we couldn't get a commitment from his lordship as to when he would travel to view the home. More pointedly, the broker and his client seemed put off by the fact that the buyer's presence was an important issue for the sellers. As we explained, despite the possibility of pocketing an additional \$10,000, the sellers had concerns that, upon arrival, the buyer could decide that he didn't like the property and simply walk away. Ultimately, my clients chose to coronate Her Ladyship. Why? **Simply because she showed up.**

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